

Preliminary AGENDA

February 18, 2004 Georgia Power Corporate Headquarters, 241 Ralph McGill Blvd., Atlanta, Georgia

Resource Efficiency Management (REM) Training Workshop

Register at <http://www.eere.energy.gov/femp/newsevents/cfm/fullevent.cfm?calendarID=203>

7:30 – 8:30 Breakfast – At Workshop Site

8:30 – 9:00 Welcome and Introductions

- Welcome from the Southern Co. - *David Dykes, Southern Company (This might be a Southern Co. or Georgia Power Representative)*
- Welcome and overview/resources from DOE - *Lisa Hollingsworth, U.S. Department of Energy, Atlanta Regional Office*
- Workshop overview, attendee introductions, workshop logistics, workshop notebooks - *Linda Hunter, REM, Tetra Tech Workshop Moderator*

9:00 – 9:15 REM Background and History

Bill Sandusky, Pacific Northwest National Laboratory

- REM Concept - Background on REM was developed
- Federal REM Players
 - Identify major players in the REM business - Federal agencies, utilities, private sector
- FEMP/REM Leveraged Investment Facts
 - Number of REM programs
 - Macro cost and savings data
- FEMP/REM FY04 Activity Focus
 - Identify initiatives that FEMP will be focus on to support REM
 - Working Roles

9:15 – 10:15 REM Overview...What Is It?

Jon Duke, REM, Tetra Tech and Ben Hough, Energy Program Manager, Tetra Tech

- Definitions
 - What is REM
 - REM Program Characteristics
- Why Hire an REM
 - Discuss regulatory, dollar saving, and resource drivers
- REM Approach
 - What REM does
- REM Services
 - Supply side services
 - Demand side services
 - New construction/retrofit services
- Typical REM Statement of Work
 - Review major scope of services Federal agencies are using
- The Ideal Facility/User
 - Customer/facility profile characteristics
- The Ideal Resource Efficiency Manager
 - Characteristics and qualifications of an effective Resource Efficiency Manager

10:15 – 10:30 Break – Refreshments

10:30 – 11:15 REM Focus Areas

Steve Sain, President, Sain Engineering Associates

- Energy Awareness and Training Support
 - Why implement awareness and training
 - Strategies and activities
 - Data integration
 - Example results and lessons learned
- REM Operation and Maintenance Support
 - Types of operation and maintenance opportunities
 - Low-to-no cost opportunities
 - Implementation strategies
 - Example results and lessons learned
- Project Development and Facilitation Support
 - Why develop energy projects

		<ul style="list-style-type: none"> - Characteristics of good energy projects - Examples of good energy projects “REM” style - Lessons learned from the front line
11:15 – 11:35	REM Program Results and Benefits	<i>Jon Duke, REM, Tetra Tech and Linda Hunter, REM, Tetra Tech</i> <ul style="list-style-type: none"> ▪ Highlights and examples from REM programs ▪ Summary of REM benefits
11:35 – 12:00	Case Study #1 – Why & How I Hired a REM for Navy Public Works Center (PWC) Jacksonville	<i>Lee Merrill, Utility Director, Navy PWC Jacksonville</i> <ul style="list-style-type: none"> - Why & How I started a REM Program - How we succeeded and obstacles we overcame - Lessons learned
12:00 – 1:00	Lunch - On Your Own in Corporate Cafeteria	
1:00 – 2:00	Contracting for a REM	<i>Ed Thibodo, Naval Facilities Engineering Command, Southwest Division</i> <ul style="list-style-type: none"> ▪ How to Get Started <ul style="list-style-type: none"> - Define the need - Investigate fit of REM concept - Obtain management buy-in - Prepare statement of work - Identify funding alternatives ▪ Contract Vehicles <ul style="list-style-type: none"> - GSA, UESC/BPA, Direct contract, and Alternative options ▪ Contract Basics <ul style="list-style-type: none"> - Price, Duration of contract, and Deliverables
2:00 – 2:30	Sustaining an REM Program	<i>Linda Hunter, REM, Tetra Tech</i> <ul style="list-style-type: none"> ▪ Planning for Program Renewal <ul style="list-style-type: none"> - Contract vehicle - Customer service - Documented results, “Scorecard/Measured Results” ▪ Defining Program Success <ul style="list-style-type: none"> - Establish expectations - Return on investment - Value added services ▪ Lessons Learned <ul style="list-style-type: none"> - Duration of contract and Deliverables
2:30 – 2:45	Break – Refreshments	
2:45 – 3:30	Case Study #2 –REM Synergy with Alternative Financing Programs	<i>Steve Sain, President, Sain Engineering Associates</i> <ul style="list-style-type: none"> - Retained Savings at U. S. Army Fort Bragg <i>Nancy Varner, REM, Sain Engineering Associates</i> <ul style="list-style-type: none"> - Savings Verification at U. S. Army Fort Polk <i>John Nixon, REM, Sain Engineering Associates</i> <ul style="list-style-type: none"> - Refinancing at Navy PWC Jacksonville
3:30 – 4:15	Question and Answer Panel Discussion	<i>Lee Merrill, Utility Director, Navy PWC Jacksonville</i> <i>Bill Sandusky, Pacific Northwest National Laboratory</i> <i>Ed Thibodo, Naval Facilities Engineering Command, Southwest Division</i> <i>Steve Sain, Sain Engineering Associates</i> <i>Ben Hough, Energy Program Manager Tetra Tech and Jon Duke, REM, Tetra Tech</i> Moderator: <i>Linda Hunter, REM, Tetra Tech</i>
4:15 – 4:30	Conclusion/Evaluation/Closing Comments	<i>Lisa Hollingsworth, U.S. Department of Energy, Atlanta Regional Office</i> <i>Linda Hunter, REM Tetra Tech</i>
6:00 – 8:00	Networking Dinner - To Be Determined	